

IMPORTERS' QUESTIONNAIRE
KOSHER CHICKEN FROM CANADA

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than December 16, 2003

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning kosher chicken from Canada (inv. No. 731-TA-1062 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm imported **kosher chicken** (as defined in the instruction booklet) from any country at any time since January 1, 2000?

☐

NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

PART I. GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 25 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

- I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing kosher chicken from Canada into the United States or which are engaged in exporting kosher chicken from Canada to the United States?

☐ No ☐ Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

PART I. GENERAL QUESTIONS—Continued

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of kosher chicken?

☐ No ☐ Yes—List the following information.

Firm name

Address

Affiliation

I-6. Please indicate the nature of your firm's importing operations on kosher chicken. More than one answer may be applicable.

☐ Importer of record

☐ Takes title to the imported product(s)

☐ Consignee of the imported product(s)

☐ Customs broker or freight forwarder

I-7. If your firm is an importer of record of kosher chicken but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

I-8. Please indicate whether your firm enters kosher chicken into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones ☐ No ☐ Yes

Bonded warehouses ☐ No ☐ Yes

I-9. Please indicate whether your firm imports kosher chicken under the TIB (temporary importation under bond) program.

☐ No ☐ Yes

I-10. To your knowledge, have the products subject to this investigation been the subject of any other import relief investigations in the United States or in any other countries?

☐ No ☐ Yes—Please specify. _____

PART II.—TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Debra Baker (202-205-3180).
Supply all data requested on a calendar-year basis.

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

Phone No. E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of kosher chicken since January 1, 2000?

☐ No ☐ Yes—Supply details as to the time, nature, and significance of such changes.

II-3. Has your firm imported or arranged for the importation of kosher chicken from Canada for delivery after September 30, 2003?

☐ No ☐ Yes—Indicate when such orders are to be delivered and the quantities involved.

II-4. If your firm also produces kosher chicken in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

PART II.—TRADE AND RELATED INFORMATION—Continued

II-5. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of kosher chicken imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for Canada and for all other sources combined.** Photocopy the page as needed and identify the country (countries) for which you are reporting in the box provided.

☐ Canada

☐ All other countries combined¹

(Quantity in 1,000 pounds, value in \$1,000)					
Item	Calendar years			January-September	
	2000	2001	2002	2002	2003
BEGINNING-OF-PERIOD INVENTORIES (quantity)					
IMPORTS: ²					
Quantity of imports					
Value of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ³ of internal consumption/transfers					
EXPORT SHIPMENTS: ⁴					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES ⁵ (quantity)					
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)					
U.S. SHIPMENTS TO END USERS (quantity)					
Kosher retailers					
Non-kosher retailers					
Kosher retailers (restaurants, institutions, consumers)					
Non-kosher retailers (restaurants, institutions, consumers)					

¹ Please identify these sources: _____

² Identify the foreign producers, if known: _____

³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2000, 2001, and 2002 below: _____

⁴ Identify your principal export markets: _____

⁵ **Reconciliation of data.**—Note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

☐ Yes ☐ No—Please explain: _____

PART II.—TRADE AND RELATED INFORMATION—Continued

II-6. U.S. shipments of kosher chicken, by type.—Report your firm's U.S. shipments (commercial shipments plus internal consumption/transfers) of the following types of kosher chicken imported by your firm during 2002 by quantity and value. **Report separately for Canada and for all other sources combined. Photocopy the page as needed and identify the country (countries) for which you are reporting in the box provided.** These data should sum to the corresponding U.S. shipments reported for imports on the previous page.

☐ Canada

☐ All other countries combined¹

(Quantity in 1,000 pounds, value in \$1,000)	
Item	Calendar year 2002
Kosher whole chicken:	
Quantity	
Value	
Kosher chicken cut-up in pieces:	
Quantity	
Value	
Kosher chicken legs (thighs and drumsticks):	
Quantity	
Value	
Kosher chicken breasts (bone in):	
Quantity	
Value	
Kosher chicken breasts (boneless):	
Quantity	
Value	
Total:	
Quantity	
Value	
¹ Please identify these countries: _____	
<p><u>Reconciliation of data.</u>—Please note that the quantities and values reported above should equal the total quantity and value of U.S. commercial shipments plus internal consumption/transfers for kosher chicken reported on page 5. Do the data reported reconcile?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain:</p> <p>_____</p> <p>_____</p>	

PART II.—TRADE AND RELATED INFORMATION—Continued

II-7. U.S. shipments of kosher chicken, by type and temperature.—Report your firm's U.S. shipments (commercial shipments plus internal consumption plus transfers to related firms) of the following types of kosher chicken, by temperature, processed in your U.S. establishment(s) during 2002 by quantity and value. **Report separately for Canada and for all other sources combined. Photocopy the page as needed and identify the country (countries) for which you are reporting in the box provided.** These data should sum to the corresponding U.S. shipments reported on page 5.

<input type="checkbox"/> Canada	<input type="checkbox"/> All other sources combined ¹
(Quantity in 1,000 pounds, value in \$1,000)	
Item	Calendar year 2002
Fresh kosher whole chicken or kosher chicken cut up in pieces:	
Quantity	
Value	
Chilled kosher whole chicken or kosher chicken cut up in pieces:	
Quantity	
Value	
Frozen kosher whole chicken or kosher chicken cut up in pieces:	
Quantity	
Value	
Fresh kosher chicken legs (thighs and drumsticks) and breasts (bone in and boneless):	
Quantity	
Value	
Chilled kosher chicken legs (thighs and drumsticks) and breasts (bone in and boneless):	
Quantity	
Value	
Frozen kosher chicken legs (thighs and drumsticks) and breasts (bone in and boneless):	
Quantity	
Value	
Total:	
Quantity	
Value	
¹ Please identify these countries: _____	
<u>Reconciliation of data.</u> —Please note that the quantities and values reported above should equal the total quantity and value of U.S. commercial shipments plus internal consumption plus transfers to related firms for kosher chicken reported on page 5. Do the data reported reconcile?	
<input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____	

PART III. PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Eric Forden (202-205-3235).

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
Name and title

Phone No.

E-mail address

Section III-A. PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from Canada during January 2000-September 2003:

Product 1.—Bulk pack fresh 3-pound kosher whole chickens

Product 2.—Bulk pack fresh 3.5-pound kosher whole chickens

Product 3.—Bulk pack fresh boneless, skinless, kosher chicken breasts

Product 4.—Bulk pack frozen boneless, skinless, kosher chicken breasts

Please note that total dollar values should be f.o.b. U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the FINAL NET amount paid to you (i.e., should be net of all deductions for discounts or rebates). See instruction booklet.

PART III. PRICING AND RELATED INFORMATION—Continued**Section III-A. PRICE DATA—Continued**

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products¹ imported from Canada and sold by your firm. Also complete a separate page for each subject country you import from.

Product 1 ☐ Product 2 ☐ Product 3 ☐ Product 4 ☐

(Quantity in pounds, value in dollars)		
Period of shipment	Quantity	Value ²
2000:		
January-March		
April-June		
July-September		
October-December		
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/>		
² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		

PART III.--PRICING AND RELATED INFORMATION--Continued**Section III-B.--PRICE-RELATED QUESTIONS**

- III-B-1. Please describe how your firm determines the prices that it charges for sales of kosher chicken (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

- III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

- III-B-3. What are your firm's typical sales terms for kosher chicken imported from Canada (e.g., 2/10 net 30 days)? _____ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

- III-B-4. Approximately what shares of your firm's volume of sales of its kosher chicken imported from Canada in 2002 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

- III-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

(a) What is the average duration of a contract? _____

(b) Can prices be renegotiated during the contract period? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

PART III.--PRICING AND RELATED INFORMATION--Continued**Section III-B.--PRICE-RELATED QUESTIONS**

III-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

(a) What is the average duration of a contract? _____

(b) Can prices be renegotiated during the contract period? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

III-B-7. What is the average lead time (in days) between a customer's order and the date of delivery for your firm's sales of Canadian kosher chicken?

Source	Share of 2002 sales	Lead time (in days)
From inventory		
Produced to order		
Total	100%	

III-B-8. (a) What is the approximate percentage of the total delivered cost of Canadian kosher chicken that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

III-B-9. What is the geographic market area in the United States served by your firm's Canadian kosher chicken?

- ☐ Northeast ☐ Mid-Atlantic ☐ Midwest ☐ Southeast
☐ Southwest ☐ Rocky Mountains ☐ West Coast ☐ Northwest
☐ National ☐ Other (describe) _____

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-10. (a) Please list in order of importance any products that may be substituted for kosher chicken.

(1) _____ (2) _____ (3) _____

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

(c) Have changes in the prices of these products affected the price for kosher chicken?

☐ No ☐ Yes--To what degree do changes in their prices affect the price for kosher chicken? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of kosher chicken (e.g. whole, legs, breasts, fresh, chilled, or frozen)?

III-B-11. How has the demand within the United States (and outside the United States if known) for kosher chicken changed since January 1, 2000? What principal factors affect changes in demand?

☐ Increased ☐ Unchanged ☐ Decreased

III-B-12. Have there been any significant changes in the product range or marketing of kosher chicken since January 1, 2000?

☐ No ☐ Yes--Please describe.

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-13. Does your firm sell kosher chicken over the internet?

☐ No

☐ Yes--Please describe, noting the estimated percentage of your firm's total sales of kosher chicken in 2002 accounted for by internet sales.

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-14. Is kosher chicken produced in the United States and in other countries interchangeable (i.e., can it physically be used in the same applications)? Please indicate below, using “A” to indicate that the products from a specified country-pair are *always* interchangeable, “F” to indicate that the products are *frequently* interchangeable, “S” to indicate that the products are *sometimes* interchangeable, “N” to indicate that the products are *never* interchangeable, and “0” to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Canada	Other Countries
United States			
Country 1			
Country 2			
Country 3			

¹ For any country-pair producing kosher chicken which is *sometimes* or *never* interchangeable, please explain the factors that limit or preclude interchangeable use:

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-16. Are differences other than price (*i.e., quality, availability, transportation network, product range, technical support, etc.*) between kosher chicken produced in the United States and in other countries a significant factor in your firm’s sales of the product? Please indicate below, using “A” to indicate that such differences are *always* significant, “F” to indicate that such differences are *frequently* significant, “S” to indicate that such differences are *sometimes* significant, “N” to indicate that such differences are *never* significant, and “O” to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Canada	Other Countries
United States			
Canada			
Other Countries			

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm’s sales of kosher chicken, identify the country-pair and report the advantages or disadvantages imparted by such factors:

PART III. PRICING AND RELATED INFORMATION—Continued**Section III-C. CUSTOMER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest customers for kosher chicken imported from Canada during 2000-2002. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of kosher chicken from Canada that each of these customers accounted for in 2002.

No.	Customer's name	Street address (<u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2002 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					